



YES CRM Consultants

Salesforce Spring'18 Release Features



Agenda

- Enabled for All Users by Default
- Enabled for Administrators/developers
- Requires Administrator Setup



ENABLED FOR USERS



Salesforce Overall

Change applies : Lightning Experience only.

Features Available :

- Supercharge Your Productivity with Personalized Navigation
- Fine-Tune Account and File Search Results with Filters
- View Help Topics Wherever You Are in Lightning Experience

[Click here for the document](#)



Sales



Core Salesforce Features : Campaigns

Available in : Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience only.

Features Available :

- Add Campaign Members Faster

[Click here for the document](#)



Productivity : Email

Features Available :

- Increase Your Efficiency by Managing List Emails in One Place
- Email Person Accounts Faster

[Click here for the document](#)



Analytics



Reports

Change applies : Lightning Experience only.

Features Available :

- Enhancements to Reports in Lightning Experience

[Click here for the document](#)



Dashboards

Change applies : Lightning Experience only.

Features Available :

- Add Tables with Up to 10 Columns to Dashboards
- Improved Experience for Sharing Dashboard Components on Chatter
- Subscribe to Dashboards to Schedule Refreshes and Get Email Updates

[Click here for the document](#)



Chatter



Chatter

Available in: Group, Professional, Enterprise, Performance, Unlimited, Contact Manager, and Developer Editions

Features Available :

- Apply a Filter and Make It Stick
- Use Hashtags in Polls

[Click here for the document](#)



Services



Services

Available in: Enterprise, Performance, Unlimited, and Developer Editions

Features Available :

- Reply and Forward Email
- Increase Your Efficiency with Quick Text

[Click here for the document](#)



Enabled for Administrators/Developers



Salesforce Overall

Change applies : Lightning Experience, Salesforce Classic, and all versions of the Salesforce app.

Features Available :

- Get Search Results for More Objects

[Click here for the document](#)



Sales Cloud

Change applies : Lightning Experience only

Features Available :

- Edit Email Signatures Before Sending a List Email
- Send Emails with Predefined Recipients

[Click here for the document](#)



Chatter

Available in : Essentials, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Automate Chatter Tasks with Process Builder and Workflow Rules

[Click here for the document](#)



Files

Available in : Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Upload Files from a Flow

[Click here for the document](#)



Customization

Available in : Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Edit Lightning Apps with the Lightning App Builder
- Manage Your Lightning Pages Inside the Lightning App Builder
- Make Your Lightning App and Home Pages Dynamic

[Click here for the document](#)



Customization Contd

Available in : All Editions

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Keep Your Record Type Value Settings When You Convert a Custom Picklist to a Custom Multi-Select Picklist
- Control the Visibility of Roles and the Role Hierarchy with a New Permission

[Click here for the document](#)



Customization Contd

Available in : Group, Professional, Developer, Enterprise, Performance, Unlimited, and Database.com

Change applies : Lightning Experience

Features Available :

- Start Flows Dynamically from Apex
- Launch a Flow from an Object-Specific Action

[Click here for the document](#)



Customization Contd

Available in : Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience

Features Available :

- Access Schema Settings in Setup
- Include Related Fields and Other Objects in Component Visibility Rules

[Click here for the document](#)



Development

Features Available :

- Apex: New and Changed Classes

[Click here for the document](#)



Security and Access

Available in : Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Take Full Control of Your Login Process with Visualforce Page Login Flows

[Click here for the document](#)



Requires Administrative Setup



Sales Cloud

Change applies : Lightning Experience only

Features Available :

- Generate Leads from LinkedIn
- Streamline Lead Conversion Without Opportunities
- Use Path to Track Campaign Progress

[Click here for the document](#)



Sales Cloud Contd.

Change applies : Lightning Experience only

Features Available :

- Turn Emails from Unknown Addresses into Contacts, Leads, or Person Accounts
- Automatically Relate Important Meetings to Contacts and Leads

[Click here for the document](#)



Analytics

Available in : Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience only

Features Available :

- Categorize Data with Bucket Columns
- Filter Across Objects with Cross Filters
- Evaluate Report Data with Summary Formulas

[Click here for the document](#)



Customization

Available in : Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and Salesforce Classic both

Features Available :

- Execute All Autolaunched Flow Interviews When Invoked in Bulk

[Click here for the document](#)



Thank you

